

Kamux - 2017 Result Presentation

March 8, 2018



Kamux's Growth Accelerated and Profitability Improved during Q4 2017

1. Growth accelerated and profitability improved during Q4 2017

- Revenue EUR 114.3 million (97.8), growth 16.9 %, adjusted operating profit EUR 3.3 million (3.0), growth 9.2 %, number of cars sold 10,294 (8,676), growth 18.6 %
- Revenue from integrated services EUR 6.1 million (5.2), 5.3 % (5.3 %) of turnover
- Like-for-like showroom growth 2.4 % (-3.3)
- New showrooms and expansions opened and announced: Kuopio commercial vehicle expansion 10/2017, Kaarina 11/2017, Kamux Green shop-in-shop in Konala 11/2017, Karlstad 12/2017, Jönköping expansion 01/2018, Savonlinna 02/2018

2. Internationalization continued according to our plans in Q4 2017

- Sweden is growing strongly, revenue grew 49.5 %
- Germany's very strong growth continued, revenue grew 85.9 %

3. Finland's growth accelerated in Q4 2017

- Revenue grew 9.6 %
- We estimate our growth was faster than the market



2017: Year of Change and Growth

- 1. In accordance with our strategy, we continued our journey to become the leading European retail chain specialized in used cars**
 - Revenue EUR 454.9 million (404.8), growth 12.4 %, adjusted operating profit EUR 18.6 million (18.0), growth 3.4 %, sold cars 40,957 (36,290), growth 12.9 %
 - Revenue from integrated services EUR 22.8 million (19.3), 5.0 % (4.8) of revenue
- 2. Internationalization of Kamux progressed strongly**
 - In Sweden, Kamux's operations have become more efficient and revenue grew while profitability improved significantly
 - In Germany, we focused on the Kamux operating model and the Nedderfeld showroom ramp up. The business grew strongly due to Nedderfeld. German operation was still at a loss-making
- 3. In Finland Kamux performed well in a challenging market situation**
 - In the early part of the year, the car tax issue related to road transport report and the fuel debate during the year created uncertainty for consumers and inventory levels in the industry increased
 - Economic recovery has strengthened consumers' confidence in the future, especially towards the end of the year
 - Kamux performed well in a challenging market situation because of our operating model
- 4. IPO on the NASDAQ Helsinki main market in May**
- 5. Organization was strengthened to support growth**



A close-up, over-the-shoulder view of a person driving a car. The driver's hands are on the steering wheel, which features a Volkswagen logo. The car's interior, including the dashboard and center console, is visible. The text is overlaid in white on the image.

Kamux Vision

**#1 used car retailer
in Europe**

Financial Targets

Revenue

- Revenue of at least EUR 700 million in 2019

Profitability

- EBIT margin of 4-5 % in 2019 and at least 5 % in the long term

Dividend policy

- Distribute dividends of at least 30 % of net profits
- When deciding on the distribution of dividends, The Board of Directors will, in the best interest of shareholders, annually evaluate the balance between distributing dividends and the opportunity to reinvest in growth, and therefore the actual payout may materially deviate from the target distribution levels in any particular year



Kamux Revenue Growth Accelerated in Q4 2017

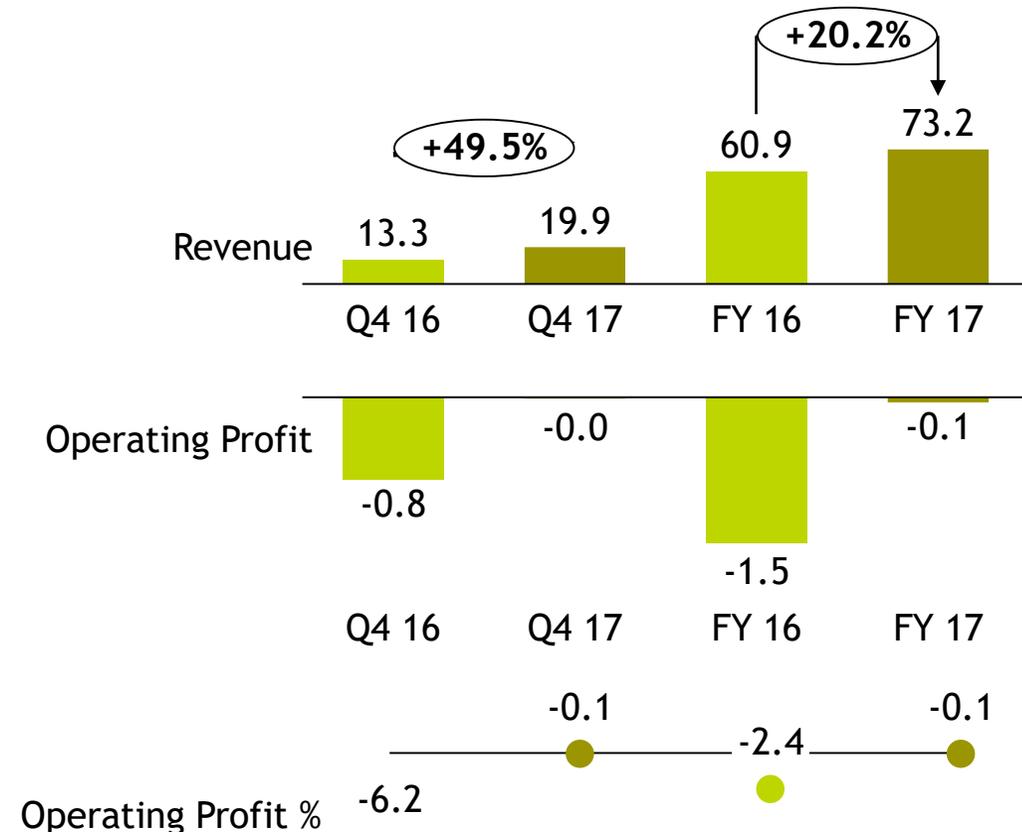
- Number of used cars sold by Kamux in Q4 grew by 18,6 % and totaled 10,294 (8,676)
- Revenue increased 16.9 % in Q4 2017
- The increase in revenue was driven mainly by opening of new showrooms and like-for-like sales growth especially in Sweden
- Like-for-like sales growth in Q4 was 2.4 % (-3.3 %)
- Like-for-like showroom sales growth developed positively driven by the actions we have taken. We continue to focus on like-for-like sales growth

(MEUR)	10-12/ 2017	10-12/ 2016	1-12/ 2017	1-12/ 2016
Sales of used cars	108.2	92.6	432.0	385.5
Financing fees and insurance commissions	5.2	4.3	19.2	15.8
Sales of Kamux Plus	0.9	0.9	3.6	3.5
Total	114.3	97.8	454.9	404.8



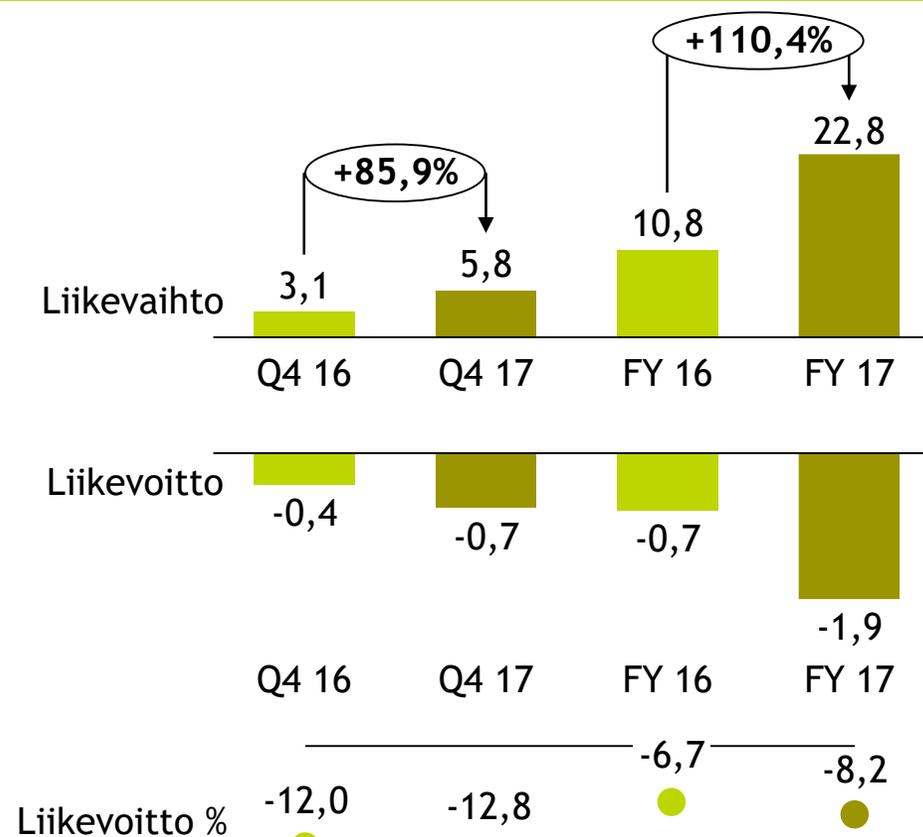
Sweden grew profitably in Q4 2017

- Kamux operations in Sweden have become more efficient
- Sweden has returned to growth
 - During Q4 2017 44.0 % growth in number of cars sold and 49.5 % in revenue
- Profitability improved significantly during the year
- Showroom network is expanding:
 - Jönköping 1/2018
 - Karlstad 12/2017
- Robin Toss started as country director in the beginning of 2018



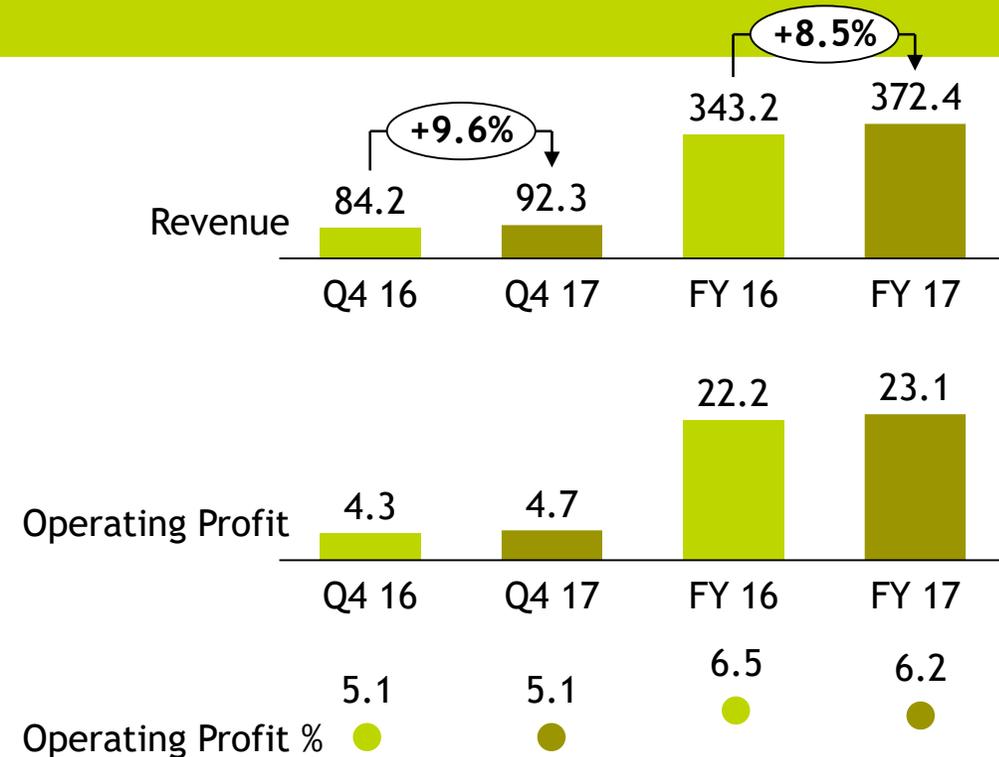
Germany Grew Strongly

- Implementation of Kamux concept and establishing operations in Germany continued
 - During Q4 130.6 % growth in number of cars sold ja 85.9 % in revenue
 - Germany still loss-making
- Oliver Michels appointed country director for Germany
 - Started at the beginning of 2018



Kamux's Growth in Finland Accelerated in Q4

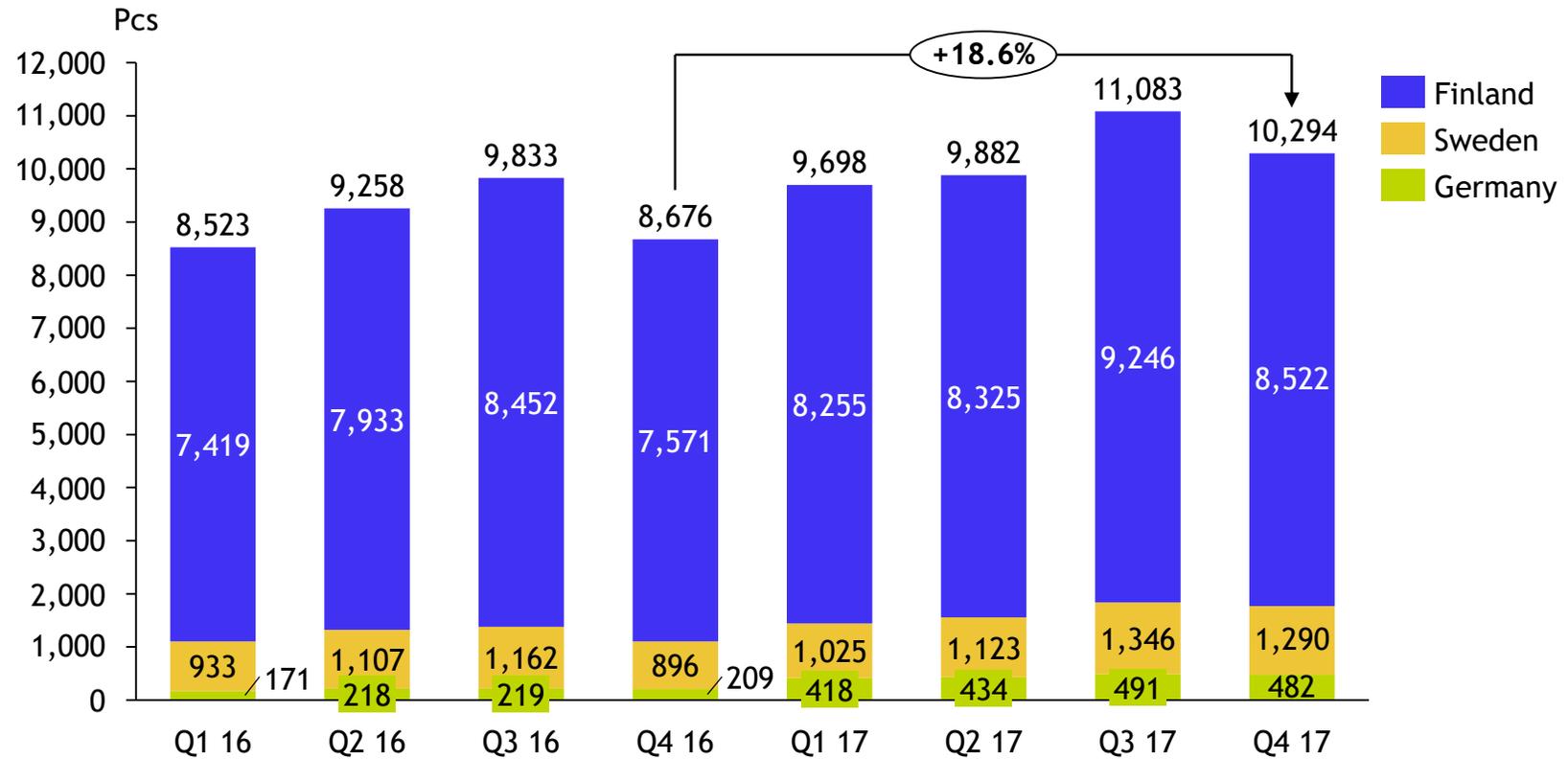
- Revenue grew 9,6 % in Q4
- Operating profit increased by EUR 0.4 million in Q4, operating profit margin stable at 5.1 %
- Like-for-like showroom growth continued to improve in Q4, work continues
- We expanded our showroom network in Q4
 - Kuopio utility vehicle extension
 - Kamux Green shop-in-shop in Helsinki Konala
 - Kaarina showroom



Cars Sold

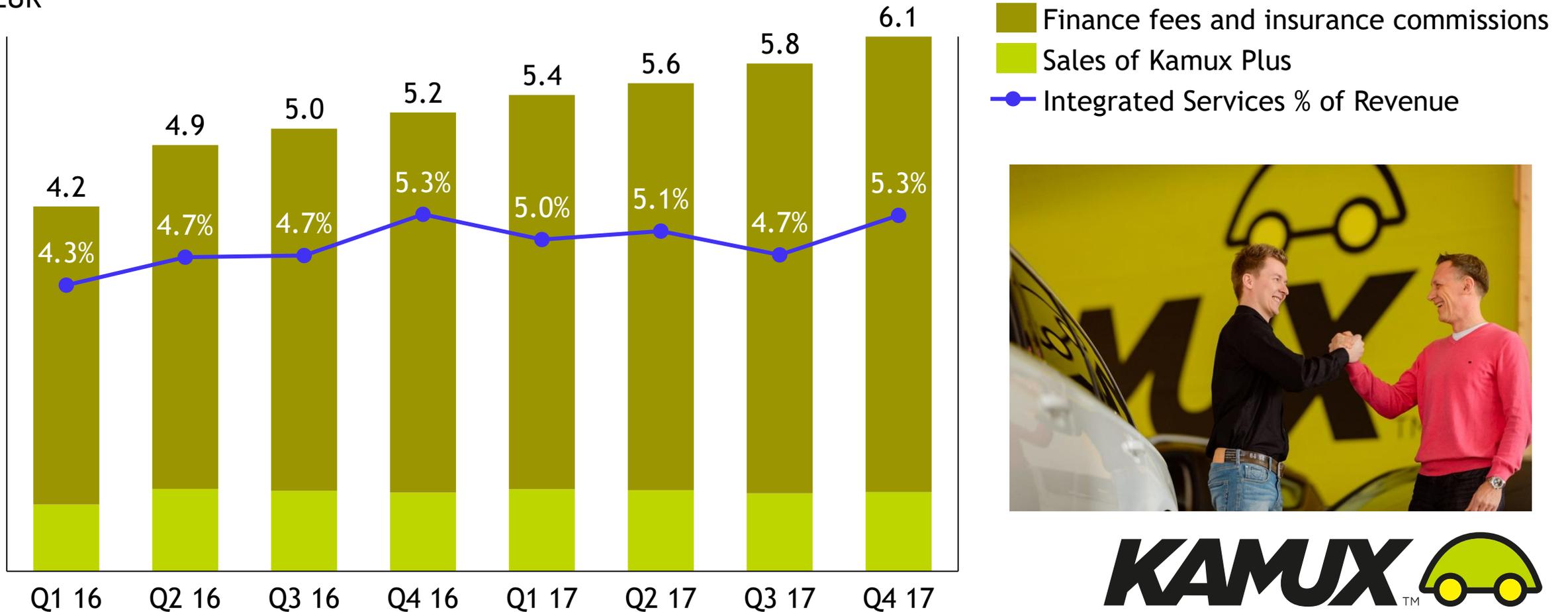


- Car sales grew by 18.6 % compared to the previous year. Relative growth was strongest in Germany



Revenue from Integrated Services was Record High

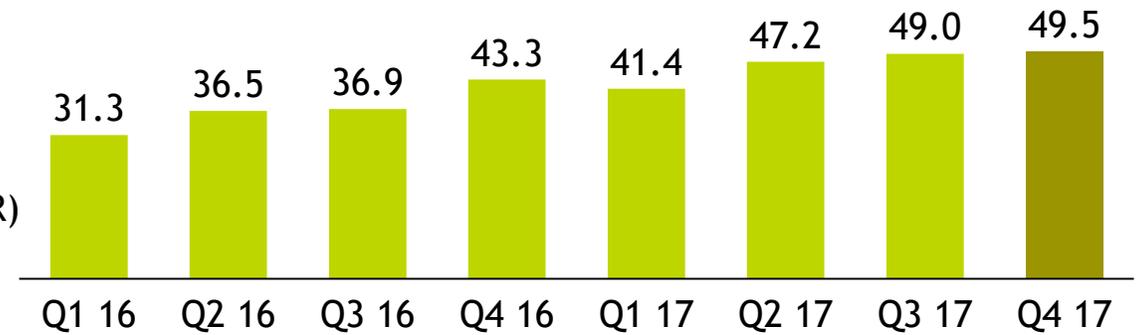
MEUR



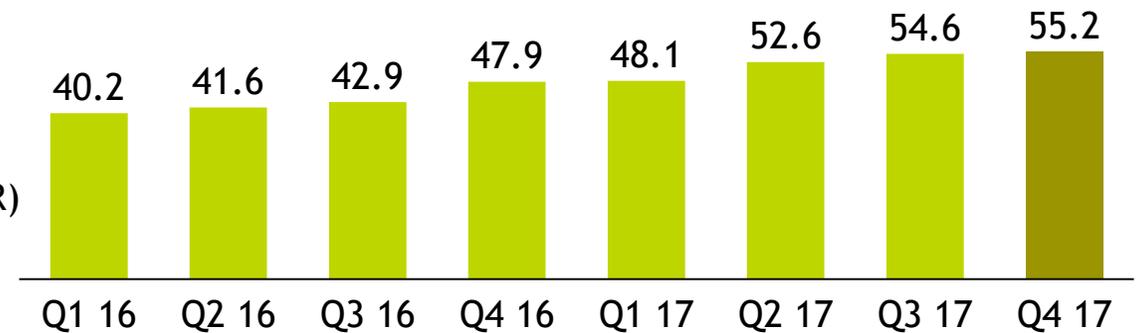
Net Working Capital and Inventories Grew Slightly

- NWC grew by EUR 0.5 million in Q4 2017

Net Working Capital (MEUR)



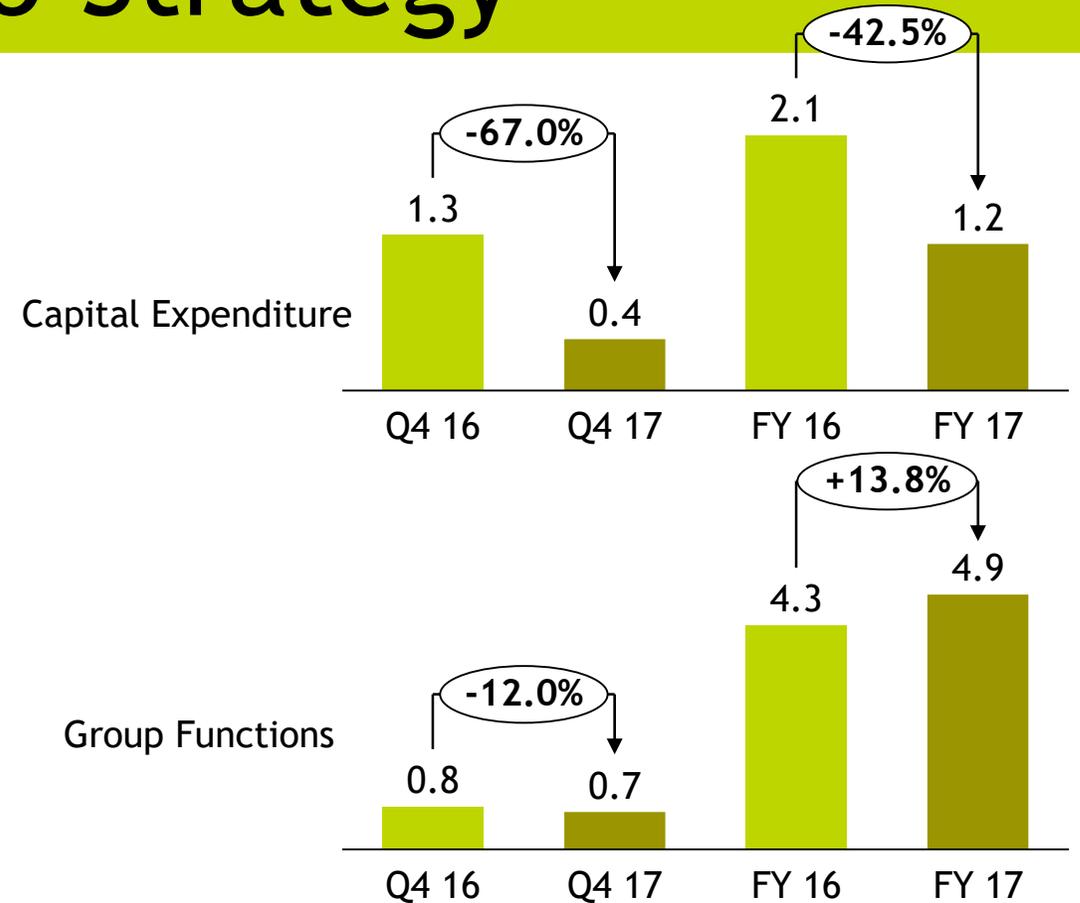
Inventories (MEUR)



Investments into Future Growth Continue According to Strategy

In line with our strategy we have systematically invested to our future

- Key personnel: recruitment and training
- Internationalization: Necessary resources to grow internationally
- Digital functions: CRM-ERP system, analytics, data management and financial management systems



Dividend Proposal and Annual General Meeting

- The Board of Directors will propose to the AGM a dividend of EUR 0.12 per share (0.06)
- Earnings per share was EUR 0.30 (0.29) in 2017
- The proposed dividend is 40 % (20%) of net profit
- The Annual General Meeting will be held on April 26, 2018 in Helsinki



Key Figures

(MEUR)	10-12/ 2017	10-12/ 2016	Change, %	1-12/ 2017	1-12/ 2016	Change, %
Revenue	114.3	97.8	16.9 %	454.9	404.8	12.4 %
Gross profit	13.0	11.4	13.7 %	53.8	49.2	9.3 %
as percentage of revenue, %	11.4 %	11.7 %		11.8 %	12.2 %	
Operating profit (EBIT)	3.3	2.2	45.9 %	16.2	15.7	3.6 %
as percentage of revenue, %	2.9 %	2.3 %		3.6 %	3.9 %	
Adjusted operating profit	3.3	3.0	9.2 %	18.6	18.0	3.4 %
as percentage of revenue, %	2.9 %	3.1 %		4.1 %	4.4 %	
Revenue from integrated services	6.1	5.2	16.6 %	22.8	19.3	18.6 %
as percentage of revenue, %	5.3 %	5.3 %		5.0 %	4.8 %	
Sales growth of like-for-like showrooms, %	2.4 %	-3.3 %		-4.9 %	12.2 %	
Inventory turnover, days				46.8	43.1	8.8 %
Return on equity (ROE), %				26.6 %	43.8 %	
Return on capital employed (ROI), %				17.2 %	22.5 %	
Equity ratio, %				57.2 %	36.9 %	



Questions?

Thank you!

Disclaimer

It should be noted that Kamux and its business are exposed to various risks and uncertainties and certain statements herein which are not historical facts, including, without limitation those regarding expectations for market growth and developments; expectations for growth and profitability; and statements preceded by “believes”, “expects”, “anticipates”, “foresees”, or similar expressions, are forward-looking statements. Since these statements are based on current plans, estimates and projections, they involve risks and uncertainties that may cause actual results to materially differ from those expressed in such forward-looking statements. All statements are based on the management’s best assumptions and beliefs in light of the information currently available to it and Kamux assumes no obligation to publicly update or revise any forward-looking statement except to the extent legally required.

